

THE WANDERER AND HIS SHADOW.

317 239.

WHY BEGGARS STILL LIVE.—If all alms were given only out of compassion, the whole tribe of beggars would long since have died of starvation.

240.

WHY BEGGARS STILL LIVE.—The greatest **of** almsgivers is cowardice.

241.

How THE THINKER MAKES USE OF A CONVERSATION.—Without being eavesdroppers, we can hear a good deal if we are able to see well, and at the same time to let ourselves occasionally get out of our own sight But people do not know how to make use of a conversation. They pay far too much attention to what *they* want to say and reply, whereas the true listener is often contented to make a provisional answer and to say something merely as a payment on account of politeness, but on the other hand, with his memory lurking in ambush, carries away with him all that the other said, together with his tones and gestures in speaking.—In ordinary conversation every one thinks *he* is the leader, just as if two ships, sailing side by side and giving each other a slight push here and there, were each firmly convinced that the other ship was following or even being towed.

242.

THE ART OF EXCUSING ONESELF.—If some one excuses himself to us, he has to make out a very